

# METEORIC CAREER IN AUTO WORLD

W. Y. Anthony Rose Quickly to Top—Now Manager of Packard Co. Here

## FIRST WORK IN CAMDEN

Walter Y. Anthony, general manager of the Packard Co. in Philadelphia, has had a wonderful career. Despite his youth—he is only thirty-seven years old—he has been placed in charge of one of the biggest branches of the company, succeeding Lee J. Eastman, who was transferred to New York recently.

The rise of Mr. Anthony in the automobile game has been marvelous. Ten years ago, when he entered the Packard service, he knew nothing about the automobile game. He took charge as office manager and performed his duties so well that he was promoted to controller. After a few years at that job he was made assistant manager and now holds the highest office in the Philadelphia branch.

Mr. Anthony started his business career as a shoe salesman, working for his father's firm, the H. B. Anthony Co., of Camden. Here he learned the value of fractions in making sales, shoving the price organization and a cent to get business. When his father's health failed young Anthony accompanied him to Florida, where he attended John B. Stetson University at Deland.

After three years at college, he went to Mexico and helped build railroads in that turbulent country for two years. He had charge of the accounts in the construction camps and proved his value in many ways. During the panic of 1907 he returned to Philadelphia and accepted a position as bookkeeper at the Majestic Hotel. Seeking a change he went to work in a shirt factory and from there joined the Packard Co.

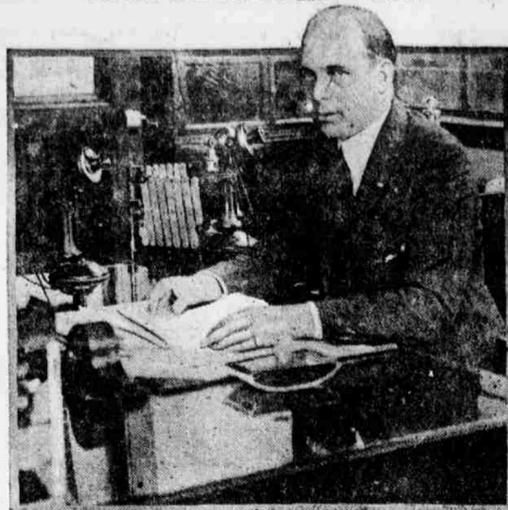
Thus, General Manager W. Y. Anthony has had a varied career. He knows all about shoes, building railroads, hotel business and shirts, all of which were crowded into his early life. He learned that constant application was the only means of success and no one worked harder in the Packard Co. after he joined the organization. He devoted all of his spare time in studying how automobiles are made, learning the business from the ground up. He always was an interested listener when automobiles were discussed by the factory experts and soon was able to find his way through the mechanical intricacies without a guide.

Then he studied the selling end and was very much surprised when the salesmen talked in terms of thousands. That was something new for him who had been raised in a business where a profit of one cent was considered good stroke of luck. But he soon learned the difference between selling shoes and motor cars and mastered the selling end of the game.

About this time he attracted the attention of Lee J. Eastman, one of the greatest executives in the automobile industry. Mr. Eastman needed an assistant and selected Anthony for the place. He performed his duties in such a creditable manner that he was advanced to general manager when Mr. Eastman went to New York.

Mr. Anthony's success is due to the fact he never asks one of his employees to do something he wouldn't do. He always is one of the first to arrive at the office and the last to leave. He has a good organization, is very popular with everybody and is out to make a record this year.

## HERE HE IS AT HIS DESK



This is Walter Y. Anthony, general manager of the Philadelphia branch of the Packard Company, busy at his desk in the Quaker City home of the Packard, 319 North Broad street

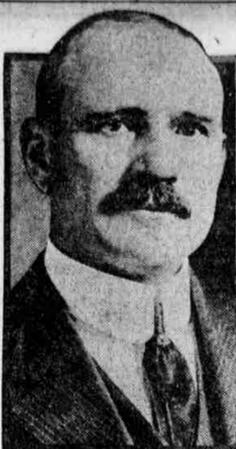
## TRIPLEX SPRINGS IN THIS YEAR'S MODEL

Riding Comfort Enhanced in Recent Cars Made by Overland Company

Triplex springs are an exclusive feature of the new Overland Four. This invention means the greatest improvement in riding comfort since solid tires gave way to pneumatics. Since the triangular suspension projects the apex of the springs fifteen inches beyond the axle, both front and rear, a spring base of 120 inches is obtained on a car of 100-inch wheelbase. Thus Overland Four has the short turning radius of cars with short wheelbase and at the same time the road comfort and road steadiness formerly confined to heavy expensive cars of long wheelbase.

One advantage of this spring suspension is that you ride between the springs and not directly over them. One never buys a sleeping-car berth directly over the trucks if he can help it.

Another advantage is that Overland Four springs take a load on shock diagonally or "on the bias"—just as with ordinary springs you drive across railroad tracks diagonally, or "on the bias." Bumps are glancing and not direct. Thus they end the ordinary bouncing over bumps. They stop the usual swinging, twisting and jars that fatigue the passengers and rack the car.



C. W. NASH President of the Nash Motors Co.

## New Saxon Shows Speed

"Go slow the first five hundred miles" is a common admonition to buyers of new cars. A surprising feature of the new Saxon is that you can hit "er up to fifty miles an hour when you leave the salesroom, and know that nothing will happen—unless the cop is on the job. Bearings which float on a film of oil make this possible.

## MATHIS MADE AGENT FOR DANIELS "EIGHT"

"Captain Tom," Formerly New Jersey Senator, Now Handling Automobiles in Phila.

"Captain Tom" Mathis opened another page in his life's log a week or two ago, when he took over the wheel of the Daniels eight in Philadelphia. For some time past Thomas A. Mathis, well known in various roles as a former senator for New Jersey and as a sea captain entitled by all nautical precedence to sail his ships over the seven seas, has been investigating the automobile field with the intention of selecting the car that would do justice to his former experience and knowledge.

"The Senator" chose the Daniels eight, surnamed the distinguished car, and a product of our own fair state of Pennsylvania. While the Daniels eight is one of the newer cars, it is still "old" enough to have proved some of the beliefs of his makers. The Daniels eight is now in its third year and not the least of the certain improvements in automobile engine designing is the powerful eight-cylinder motor. While the S. A. E. rating is 33.2 horsepower, it actually develops 90 horsepower.

New High-Grade Model Attendants at the King "B" exhibit have a list of more than one hundred improvements and changes which have been incorporated in the new model "B."

## HAYNES NEW CAR

"Suburban," Dual Type of Closed Car, Makes Debut in 1920

The new series seven-passenger Haynes Suburban is the name of the newly designed dual-type closed car produced by the Haynes Automobile Co., Kokomo, Ind. The new closed automobile is radically different from other closed styles and has aroused intense interest among motoring enthusiasts. It is a unique combination of the single and double compartment closed car, so much desired by those people whose uses of the automobile include a chauffeur-driven conveyance as well as one that can be appropriately driven by any member of the family.

## LIGHT SIX-CYLINDER

Grant Corporation This Year Is Producing Entirely New Model

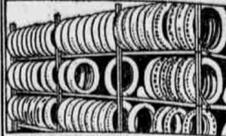
An entirely new light six-cylinder model with a longer wheelbase, greater power range, new and larger body, is now being produced by the Grant Corporation. The line includes five-passenger, four-door sedan, four-passenger coupe, five-passenger touring and three-passenger roadster. This new Grant has a 110-inch wheelbase and is fitted with a 3-1/2 by 4-1/2 engine, dry plate clutch, three-speed transmission and Columbia axles.

## SUCCESSFUL SEASON

Scripts-Booth Unable to Meet Big Demand for Cars

Following a very successful season in which the demand for cars exceeded by far the production, the Scripts-Booth Corporation is displaying at the Automobile Show a series of striking new models. New, not only in appearance, but revamped and redesigned from front to rear.

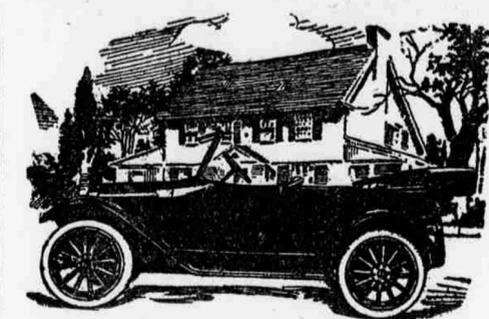
## TIRE RACK



THIS RACK IS MADE OF 1 inch by 1/2 inch by 3/4 inch angle iron, 3 ft. by 3 ft. by 3 ft. deep will hold about 100 tires. We will make any size. It is much cheaper than pipe racks and much more substantial than wooden racks. Ask for price KENSINGTON METAL CO., 1612 North Second Street



## The Car Without Equal—at the Price



CHEVROLET MOTOR CO. OF PA. 331-336 North Broad St.



## COMPTON-BUTLER, Inc. DISTRIBUTORS

TEMPLAR CHEVROLET CITY LINE AT 50TH ST. MAIN LINE AUTO OWNERS It is no longer necessary to go in town to obtain REAL SERVICE. Ask our customers. IMMEDIATE DELIVERY



## Lorraine Auto Company, Inc. Fairmont Avenue at Fifteenth

Sales—Service—Parts Bell Phone, Poplar 5736-1191 Keystone, Race 3425 IMMEDIATE DELIVERY An authorized representative will be in attendance at this booth both day and evening.



## Charles W. Hallar Motor Co. OF PHILADELPHIA

53d and Baltimore Avenue Woodland 6507 An authorized representative will be in attendance at this booth both day and evening.



## MANFRED MOTOR CO. 923 N. BROAD STREET

POPULAR 1673 IMMEDIATE DELIVERY An authorized representative will be in attendance at this booth both day and evening.

Gibson Auto Works 3933-37 Haverford Ave. West Philadelphia Chevrolet Motor Cars Deferred Payment Plan Immediate Delivery See Our Representative at the Show

## DEMONSTRATE EFFICIENCY

National Rubber Products Corporation Now Conducting Big Campaign

The National Rubber Products Corporation is conducting an extraordinary campaign for the purpose of demonstrating the efficiency of the internal hydraulic expansion curing method used in the manufacture of National Speedway tires, according to a statement issued by J. G. Feist from the general offices of the company, 600 North Broad street.

"The main purpose of this campaign," says Mr. Feist, "was to acquaint tire buyers in certain sections of the country with the longevity of our tires, due to this process."

"Today our records from all branch houses show conclusively that purchasers of National Speedway tires are more than satisfied and satisfied customers are the best form of advertising. Hence the demonstrations secured for our tires, an established patronage quicker and better than any other means known."

## A NEWCOMER HERE

Comet Six Makes First Appearance at Philadelphia Auto Show

Another newcomer to Philadelphia is the Comet Six, seen here for the first time. It is made at Decatur, Ill. The car is a straight-line six. It is made in one chassis design of 125-inch wheelbase and having an approximate weight of 3200 pounds, with road clearance of ten and one-half inches.

The Comet-Continental Red Seal motor is employed, of one unit type, with included flywheel, three and one-half-inch bore cylinders and extra large stroke of five and one-quarter inches and other standard features are used. The design is of the long, straight line greyhound type, with ample capacity.

## ALL MODELS NEW

American Six Presents Fine Array of Cars in Field for 1920

The American Six announces a full new line of 1920 models, including touring cars, roadsters, sedans and a four-passenger coupe. The chassis changes comprise a new full floating rear axle, of heavy type, with Timken roller bearings, front and rear, and new heavy transmission, insuring quietness and stability.

There are also noted such changes as full crowned fenders and general improvements, refinements and finish throughout the entire assembly.

A new body feature consists of a compartment in the rear of the front seat to accommodate tools or luggage.

## DISTINCTIVE ADVANCE

Davis Six Returns to Philadelphia Show Much Improved

The Davis Six returns to Philadelphia shows, improved, larger and better looking. It has been made for ten years on conservative lines, but this year's model shows a distinct advance in design and construction. It is a substantial-looking car, of pleasing design and finish, built in one chassis model.

The car is made in three open types and two enclosed—namely, five-passenger touring, four-passenger sport car, four-passenger special sport car, five-passenger sedan and four-passenger coupe. It comes within the moderate-price class of car.

## Two Million Farmers Need Trucks

That there are more than 2,500,000 truck prospects among the farmers of the country and that fully 90 per cent of them require trucks of one and one-half ton capacity is the optimistic message recently sent out to Maxwell dealers and distributors by T. J. Toner, director of sales of the Maxwell Motor Co.

# 100% American

—in every detail, the best car that the price will buy. So finely BALANCED, so sensitive, one almost feels that the AMERICAN BALANCED SIX is a "thing of life."

The AMERICAN "Balanced Six"

—known wherever it goes as "THE SMILE CAR," bringing perfect satisfaction to every owner — giving new pleasure and joy to motoring. A revelation to the automobile world.

PENN AMERICAN MOTOR CAR CO. 252-254 North Broad Street

AT THE SHOW—Space No. 48



The long, graceful lines of the Touring car model are in perfect conformity with the sturdy build.

# Oldsmobile Economy Truck

in 168 Lines of Business

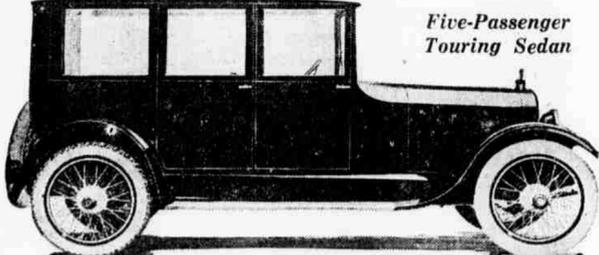
THE range of adaptability of the Oldsmobile Economy Truck is practically without limit. Within ten months of the time it was introduced more than 8,000 men in 168 distinct lines of business saw how perfectly it solved their haulage problems—and bought accordingly.

The outstanding reason for this lightning-like success is the Oldsmobile Truck's middle name—ECONOMY.

It is economical because it is speedy—a time saver. It is economical because it is next to stall-proof. Most of all it is economical because it is built for the average load.

See it at the show. Its specifications, all around ability and very moderate price will point the way to putting your haulage on a sounder, more profitable basis.

LARSON-OLDSMOBILE COMPANY 800 N. Broad St., Philadelphia



## Columbia Six "Gem of the Highway"

THERE is nothing so convincing as the naked truth about a car. These brief specifications tell the story of the Columbia Six in positive value terms. But they do not and cannot convey the extra quality that is the result of unusually skillful co-ordination of exceptionally high grade units.

- Harrison Radiator (Thermo-Sylphon Shutters); Continental Red Seal Motor; Stewart Vacuum Feed; Borg & Beck Clutch; Durston Transmission; Gemmer Steering Gear; Spicer Universal Joints; Timken Axles (Front and Rear); Cantilever Springs (Detroit Steel Products); Atwater-Kent Ignition; Autolite Starter; Prestolite Battery; Genuine Leather Upholstery; Genuine Pantasote Top.

MODELS: Five-Pass. Touring Sedan; Five-Pass. Touring; Four-Pass. "Sport"; Two-Pass. Roadster; Four-Pass. Coupe

GEO. W. REINBOLD CO. Distributors of COLUMBIA SIX MOTOR CARS 2506 North Broad St.

- ALLENTOWN: A. B. Caton, 629 N. Penn St. CHESTER: Mercedes Motor Sales Co. EASTON: J. C. Wasser, 21 N. Strigars St. ARDMORE: W. J. Armstrong. ATLANTA (OFF): Columbia Sales Co., 2018 Atlantic Ave. GERMANTOWN: Jacobs Bros., Morris St. and Winona Ave. CAMDEN: Chas. M. Reeves. SALEM: Geo. S. Smith. TRENTON: John H. Ashton.